

CORPUS CHRISTI CALLER AND DAILY HERALD

SECTION THREE

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SECTION THREE

HATTON SUMMERS TALKS FARMING

SHOWS THAT TOWNS MUST TAKE
STAND IN THE CRISIS.

Address at Kingsville Bristles With
Practical Suggestions—His
Argument in Full.

Hatton W. Summers, candidate for
congressman at large, delivered an
address at Kingsville, during the re-
cent trades day celebration, that
brought with suggestions for the amelioration of the economic condition of
the Texas farmer.

Mr. Summers, who has practiced
law for years in Dallas, and who is
recognized as one of the state's best
versed men, when it comes to the
farm and the farmer, was heard by a
large number of people and his
message will have its bearing on the
future relation of the planter and the
general business man.

His address is given in full:

Towns Depend on the Country.

"Skyscrapers do not make a town.
They may be evidence of a condition,
but they do not create the condition.
Whether they be monuments to the
enterprise, or to the folly of their
builder, depends in Texas upon the
surrounding country and the relation
which the town in which they are con-
tained to it. The businesses of a town
cannot support each other. If the
merchant sell only to the banker and
the banker loan only to the merchant,
they will each destroy the business of
the other. There must be connec-
tion with the world of production."

Agriculture the power.

"Agriculture is in Texas the indis-
pensable power house, from which every
business, professional and vocational
from the largest business, to the man
in the ditch, receives the energy to
operate. The banks, shops, etc.,
while necessary, do not originate power.
They are distributing centers and
consumers of power. The connec-
tions between the business of the

town merely serve the interchange
of energy. Factories are auxiliary
stations where energy is augmented,
but cut out the wire which leads
from the central power house in the
country, to town, and soon every
wheel of its industrial machinery
would be still.

"Cotton is selling for 8 cents per
pound. Mr. Heater says that last
year's crop averaged over 14 cents.
We have raised from one and one-
half to two and one-half million
more bales than we did last year.
More land, labor, animals and imple-
ments were used than last year. The
cost of producing this difference has
been always between twenty-five and
forty million dollars and we are re-
ceiving \$225,000,000 less for this
large crop than was received for the
smaller one, making a total difference
in price against the larger crop of at
least \$250,000,000.

"Why this difference?
Cotton is as useful this year as
last. Food for man and animal and
almost everything else, the cotton
farmer has had to buy has cost more
than last year. No new competition
has entered the market. In fact, we
have no competition, we have practi-
cally all the cotton and the world
for a market. The world must have
our cotton and yet we sell a more
expensive 14,000,000 bales of crop for \$225,-
000,000 less than we get for a few
less 12,000,000 crop. There is no
mystery about this result. The tax-
ers and the shanghaied that we per-
petrate it.

"Notwithstanding we town
men and country men must depend upon
one another for our cotton to conduct
our business from one year's end to the other, and the prosperity
of our business is measured by the
volume of receipts from its sale, we
do not in fact sell our cotton.
Consumer Fixes Price.

"It is not to the consumer that
we owe any mind when we come
to profiting with our cotton, there is
no visible manifestation of that fact.
The consumer fixes the price and
takes it. That is all the formality
there is to the so-called selling of cot-
ton. When there is not enough cot-
ton to supply the world's require-
ments for consumption, a scramble
among those who need it occurs for
a remunerative price. When there

is enough to go around competition is
born and prices fallow. At the very
point where we should be strongest
and most up-to-date, we are weak-
est and most out of date. We cannot
eat cotton, nor otherwise use much
of our production. We raise it to
sell to get money to pay our debts,
buy the things we need and run our
business. When we reach the selling
point, the objective point of all our
labors, we find a selling equipment
which belongs to the age of the ox
cart and the family loom and which
you after your company breaks down
under attempted operation.

"We ought either to modernize our
selling equipment or destroy our cul-
tivators and modern plows and stop
all educational work with regard to
cotton culture.

The Economic Change.

"That change will come when the
man in town comes to a conscious
knowledge that agriculture is not to
him the farmers' business—a thing
apart from his own—but that it is
his power house, furnishing energy
to operate his business; that when
the power house breaks down, his
business stops; that loss of energy
at the power house means loss of
energy for operating his business;
that increase of energy at the power
house increases the capacities and
possibilities of his business.

"When he comes to this sort of
knowledge of the plain economic
facts, the country man will not be
forced to struggle alone with their
common industrial problem, but the
town man and the country man act-
ing together in behalf of their com-
mon cause will solve this problem.

Capitalists Play Part.

"Mr. R. J. Kieberg of this place,
is one of the first men of large af-
fairs, who as president of the Industrial
Congress, put this matter squarely
up to the business interests of the
south. Plans are being suggested,
but we are hardly ready for action
upon a permanent plan, because that
interest has just begun to think.

"It is a surprising discovery to
most of us that frequently the bigger
a man is in his own business, the smaller
he is outside of his business. There
are some notable exceptions, and Mr.
H. F. Yostum, who is largely inter-
ested in this section, is one, and there
are going to be more as the days go
by. We are going to think more, not
according to ritual as we have been
thinking, but we are going to dare to
think for ourselves, and to act upon
the responsibility of our own judgment.

"Had we been doing this all
the while, we would not now be without
a constructive economic policy.
We seem to have ignored the funda-
mental law of human relations
which makes it impossible for one
generation to think of its successors.
It is not that we must now think for
ourselves and act upon our own res-
ponsibility, because an entire in-
dustrial and economic change came
with the application of steam and
electricity to the activities of men,
but this change came to force us to

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"The Farmer and the Town.

"There is another phase to my sub-
ject—the relation of town-building
to the farmer.

"The farmer does not con-
sume all he produces and does not
produce all he uses. He must have a
market for his surplus production
and must have a home medium
through which he can procure those
articles desired by him which others
produce.

"There are many things produced
by the farmers which it is difficult to
transport a great distance, besides
the cost of transportation is a most
considerable item. If he have near
him those who consume his surplus
products, he can sell much which
would otherwise go to waste, and on
that which he would otherwise ship,
at least a part of the cost of trans-
portation can be added to his profit.

If, in addition, there be manufac-

tured in his town articles required by
him, a part of the cost of trans-
port can be saved, and all of it
saved if the raw material be produced
in the community.

"To illustrate the value of a local
market. On my father's farm in
Tennessee, we used to sell apples at
ten cents per bushel, which were
worth five times that much in the
own markets. Each year many
bushels rotted for want of market.

"Year after year we pay the pen-
alty, trusting to the law of supply
and demand, in the face of the fact
that all the while we are violating
the provisions of that law, by making
the quantity offered for sale at a given
time exceed the quantity demand-
ed for sale at that time. Not the
quantity in existence, but the quantity
offered for sale is the 'supply'
upon which the law operates. But,
gentlemen, this meeting and the
character of questions which it is
considering, and similar meetings hold-
ing all over the south is a prelude
to the coming of a better day.

"We are giving the doctrine of the
farmers a little rest, and are now con-
sidering the responsibilities of their
sons. The silver-tongued verbiage
are taking a vacation, and in plain
every-day language, we are discuss-
ing the practical problems of our
times. In other words, we are think-
ing. Thought not this fact bring-
ing into being the main spring of
action. When the solid constructive
forces of society begin to think, the
right thing is about to be done.

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"The country depends upon a town
as a tree depends upon the leaves
which it has put forth and which con-
tribute to its growth, but pluck them
off, and others will grow in their
places. The town depends upon the
country as the trunk does upon the
root. Injure the root and the trunk
wilters. Never let it die. Make
the conditions which surround the
root more fertile and healthful and

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THE GUGENHEIM-COHN CO.

BIG REMOVAL SALE

Begins Monday--Tomorrow--Dec. 11th, 8 a. m.

20 to 40% Off

20 to 40% Off

No Line of Goods has escaped the pruning
knife. A revelation in Price Cutting for the
stock must be sold.

NOTHING RESERVED--NO LIMIT

\$20.00 Coat Suits \$12.98

Ladies' and Misses Coat Suits, the new models for
Fall, in stylish handsome materials—they were
never intended to sell for the price quoted--Removal
Sale Price

\$12.98

\$5.00 Silk Underskirts \$2.39

Black Silk Chiffon Taffeta Underskirts, a wonderful
value, only 50 in the lot, if you have't, you should
have one, they should be sold by tomorrow night.
Removal Sale Price

\$2.39

Hundreds of Qthers Equally as Good



24-hour Orinolu Clocks in Pro-
tein and Enamel

Everything in the Big Store has been marked
down. You will be certain to find your friends
at the

BIG REMOVAL SALE

MEN'S \$15.00 SUITS \$10.90

Fine Navy English Serge Suits, pure wool--the new
models--thoroughly tailored and shrunk, they will
hold their shape. Removal Sale Price

\$10.90

\$3.00 SWEATERS \$1.98

Ladies' Wool Sweaters in white, cardinal, navy,
gray and black--single breasted with pockets--pearl
buttons. Removal Sale Price

\$1.98

Hundreds of Others Equally as Good

SHEIM-COHN COMPANY

GUGENHEIM-COHN COMPANY